

## 810-440<sup>Q&As</sup>

Adopting The Cisco Business Architecture Approach (DTBAA)

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## QUESTION 1

Which option is the primary goal in business outcome-based selling?

- A. improving agility and the ability to deploy innovative services for end users
- B. developing and enabling new business processes, markets, and customer interactions
- C. taking advantage of new technology to increase business relevance
- D. using next-generation IT to increase service quality and reduce risk, complexity, and costs

Correct Answer: B

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## QUESTION 2

Which option is a structured process to understand business landscape and context?

- A. business model canvas
- B. business outcomes canvas
- C. business model outcomes
- D. business canvas approach

Correct Answer: A

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## QUESTION 3

What is the benefit of using the Business Model Canvas to understand and describe the customer's business?

- A. It is a mandatory tool in every business school.
- B. Business models are the same across industry verticals.
- C. Understanding the customer business model is essential for determining the right business outcomes.
- D. Each organization has multiple business models.

Correct Answer: C

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## QUESTION 4

For which two reasons is it valuable for a Cisco Business Architect to know and understand enterprise architecture practices? (Choose two.)

- A. to convince the business to confirm to those practices that enable the most successful businesses in their industry to be successful

- B. to minimize costs to the business
- C. to show the business how they can improve their internal processes
- D. to speak the language understood by the business
- E. to understand the business maturity

Correct Answer: CD

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## QUESTION 5

Which two options are examples of Key Performance Indicators? (Choose two.)

- A. Percentage of job offers accepted
- B. Perception level of satisfaction of customers
- C. Quantity of new organizational goals
- D. Revenue growth versus industry benchmark

Correct Answer: AD

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